

From: Jerry Finlinson
To: Bill Morgan; James Nelson; Phil Hailes
Date: Wed, Oct 8, 2003 2:04 PM
Subject: [Fwd: IBAMs - Intermountain Power]

Air Monitor was kind enough to point out some disadvantages for us if we choose their competition, Eastern Instruments. Some of the points are not totally applicable, but several are.
see what you think,
Jerry

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>>> Ken Hall <khppquip@earthlink.net> 10/8/2003 11:32:48 AM >>>

Jerry:

I told Matt IPP was still seriously considering Eastern vs Air Monitor. I asked Matt if he would provide me with his thoughts on why buy Air Monitor vs Eastern. Matt's email was intended to assist me in putting together an email for you but I have decided to just forward you his email with understanding I should have toned it down before sending to IPP. In our discussion yesterday Eastern claims their probe will be as accurate as Air Monitor's and that there is no way to prove the accuracy of Air Monitor or Eastern probes. I believe Air Monitor can prove the accuracy of their probe through wind tunnel testing of your burner. Air Monitor can also prove that in every case where wind tunnel testing was performed to determine the proper position and location of the probes the probes provided a repeatable and accurately characterized reading in the field on over 3,000+ burners. I do believe Air Monitor's accuracy is proven and that it is possible for us to tell you the accuracy of our probe and have the data from the field installations to support it.

Dave Earley and I have discussed the importance of this job with the President of Air Monitor and the potential of a second Unit. Air Monitor believes they have the most experience in the industry in measuring burner Air Flow and they want to supply IPP with the best measurement system in the industry. Air Monitor has agreed to offer IPP a 10% discount on all Air Monitor equipment purchased for this project. I hope this will assist IPP in purchasing an Air Monitor system where temperature, pluggage, and accuracy of the probes will never be a concern to the plant.

Thank you for all the time you have taken to consider Air Monitor for this application! Please call me if you have any questions.

----- Original Message ----- Subject: IBAMs - Intermountain Power Date: Tue, 7 Oct 2003 13:45:02 -0400 From: Matt Maragos <mmaragos@airmonitor.com> Reply-To: Matt Maragos <mmaragos@airmonitor.com> To: Ken Hall <khppquip@earthlink.net> CC: Dave Earley (CT) <dearley@nc.rr.com>

Ken, You may have to tame some of this and take out some of my passion, sorry sometimes I get a little excited. Most important with regard to purge, is item 7. Eastern Instruments transmitters actually have an optional controller for a purge system. Yes, you read that correctly. See below for more detail. Here are a few items that come to my mind:

1. Accuracy. Air Monitor has proven their accuracy in this application. >From what Jerry told me, Eastern has not EVER been installed in a burner. Additionally, Jerry told me that one of Eastern's references said